

Message Text

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INFO OCT-01 NEA-10 ISO-00 EB-07 /018 R

DRAFTED BY COM/BIC/CAGNE/SDTENNEY

APPROVED BY NEA/ARP: MR DICKMAN

COM/0IC/CAGNE/PBHALE

STATE/NEA/ARP/JLYLE

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FM SECSTATE WASHDC

TO AMEMBASSY DOHA NIACT IMMEDIATE

UNCLAS STATE 047747

E.O. 11652: N/A

TAGS: BEXP, QA

SUBJECT: BID ON QATAR ARMY'S TELECOMMUNICATION PROJECT

1. MICHAUD, COOLEY, HALL0ERG, ERICKSON AND ASSOCIATES, INC. OF MINNEAPOLIS, MINNESOTA TEN DAYS AGO SENT A TENDER BID TO COMMANDER IN CHIEF OF QATAR ARMY FOR THEIR TELECOMMUNICATIONS PROJECT. FIRM 'AS JUST LEARNED THAT PROPOSAL IS STUCK AT LONDON AIRPORT AND THAT LITTLE-TO-NO CHANCE IT WILL ARRIVE IN DOHA IN TIME TO MEET FEBRUARY 28 CLOSING DATE.

2. COMPANY STATES THAT IT IS THE ONLY U.S. FIRM SUBMITTING BID AND THAT ONLY COMPETITOR IS A U.K. FIRM, IAL; ALSO THAT COMMERCIAL ATTACHE CROCKER OFFERED TO SUPPORT PROPOSAL WITH COL. PETER 0UCHANAN WHO IS IN DIRECT CHARGE OF PROJECT. REPRESENTATIVE FROM FIRM, RON VEGEMAST, WILL ATTEMPT FLY DOHA WITH COPY OF PROPOSAL BUT AS COULD EXPERIENCE DIFFICULTY OBTAINING THROUGH PLANE FLIGHT MAY BE UNABLE ARRIVE BY SATURDAY. IF NECESSARY, EMBASSY POSSIBLY IN CONJUNCTION WITH QATAR AGENT, MANUEL SALOMEH OF ARAB DEVELOPMENT CORPORATION (TEL 27090), REQUESTED ADVISE CONCERNED AUTHORITIES OF SCHEDULE DIFFICULTIES AND URGE

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EXTENSION OF CLOSING DATE UNTIL VEGEMAST'S ARRIVAL.

3. MINNESOTA FIRM IS MEDIUM SIZE CONSULTING/ENGINEER FIRM. MOST OF PREVIOUS WORK HAS BEEN IN THE U.S., INCLUDING PUBLIC SAFETY WORK FOR THE STATE OF MINNESOTA. IF EMBASSY REQUIRES ANY FURTHER VERIFICATION OF FIRM'S QUALIFICATIONS PLEASE REQUEST SUCH FROM DOC.

4. IF POSSIBLE, EMBASSY REQUESTED MAKE HOTEL RESERVATION FOR VEGEMAST AT GULF HOTEL FOR SATURDAY NIGHT. INGERSOLL

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 27 FEB 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: n/a
Disposition Approved on Date:
Disposition Authority: n/a
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01 JAN 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976STATE047747
Document Source: CORE
Document Unique ID: 00
Drafter: BIC/CAGNE/SDTENNEY
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760073-0679
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976024/aaaaacqf.tel
Line Count: 72
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN COME
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: n/a
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: castelsl
Review Comment: n/a
Review Content Flags:
Review Date: 19 JUL 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <19 JUL 2004 by schwenja>; APPROVED <08 SEP 2004 by castelsl>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: BID ON QATAR ARMY'S TELECOMMUNICATION PROJECT
TAGS: BEXP, QA
To: DOHA
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006